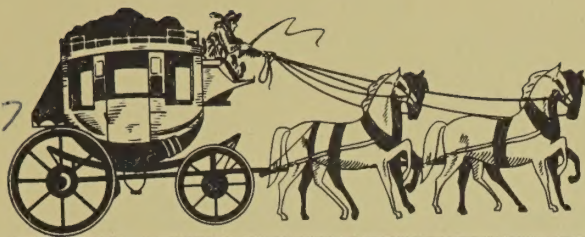


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FARGO, NORTH DAKOTA

UNITED STATES DEPARTMENT OF AGRICULTURE

1956 Edition No. 8



April 14, 1956

SALES - There is no change in the Sales Leaders but we note that Rudy Anderson in Sargent and Hub Fulton in Richland have made nice increases during the week.

Joe Anderson in Towner has joined the group of Agents that have replaced their cancelled contracts with new applications.

The business of All-Risk Federal Crop Insurance cannot stand still. Like any other business we must either grow and go forward or eventually we will be out of business. We all know that the objectives of Crop Insurance and the program itself are sound. Plans throughout the organization are for a general expansion to serve more farmers in counties, covering the crops we now do, and future expansion to more counties and other crops. In fact the budget for administrative purposes this year is based on an increase in business. Reports from most counties in other States indicate that more and more farmers are availing themselves of the protection offered by our Crop Insurance policies. The outlook for an over-all increase in business is favorable. However, to the extent that one county or State falls down on the job of building their business such failure makes it just that much more difficult for all States and counties as a whole to show the expected over-all increase.



We all know that in any county showing an increase, such increase has come about only through sustained and hard work by people going down the road and telling farmers the Crop Insurance story. What then is the conclusion to be drawn where county reports to date indicate little or no progress towards replacing cancellations and increasing business? You take it from there.

Last year we received 1570 new wheat applications, 759 flax, and 423 multiple for a total of 2752 sales. To date we are behind in wheat and flax and in total sales. This year we are offering barley in three counties and flax in three more counties which should boost total sales substantially. We have our work cut out for us during the remainder of the selling period.

Tidbit of
The North

"No one has yet been able to perform the feat of keeping the mind and the mouth open at the same time."

APPLICATIONS RECEIVED AND CANCELLATIONS TO DATE

April 4, 1956

SUPERVISOR SCHONBERGER'S AREA

(Wheat)

COUNTY	CANCELLED	RECEIVED
Bottineau	166	64
Burke	42	11
Divide	20	12
McHenry	72	14
McLean	166	11
Mountrail	64	21
Renville	57	16
Rolette	75	105
Ward	132	24
Williams	48	78
TOTALS	842	356

(Flax)

Bottineau	56	1
McLean	129	11
Ward	72	16
TOTALS	257	28

(Multiple)

Pierce	90	103
TOTALS	90	103

SUPERVISOR OLSON'S AREA

(Wheat)

COUNTY	CANCELLED	RECEIVED
Burleigh	75	15
Emmons	57	20
Kidder	89	13
Logan	102	5
McIntosh	62	7
Mercer	98	6
Morton	77	10
Oliver	24	16
Sheridan	140	18
Wells	120	33
TOTALS	844	143

(Flax)

Emmons	- -	22
Logan	- -	21
McIntosh	- -	0
TOTALS	- -	43



The Successful Salesman

APRIL 1, 1900

AREA OF LANDS

NUMBER OF ACRES

(Table)

(Table)

SECTION	TOWNSHIP	RANGE
25	10	10
30	11	10
13	12	10
2	13	10
3	14	10
6	15	10
10	16	10
20	17	10
18	18	10
22	19	10
27	20	10

SECTION	TOWNSHIP	RANGE
1	10	10
2	11	10
3	12	10
4	13	10
5	14	10
6	15	10
7	16	10
8	17	10
9	18	10
10	19	10

(Table)

(Table)

1	10	10
2	11	10
3	12	10
4	13	10
5	14	10
6	15	10
7	16	10
8	17	10
9	18	10
10	19	10

1	10	10
2	11	10
3	12	10
4	13	10
5	14	10
6	15	10
7	16	10
8	17	10
9	18	10
10	19	10

(Table)

100	100
100	100

SUPERVISOR ERICKSON'S AREA

(Wheat)

COUNTY	CANCELLED	RECEIVED
Cass	203	49
Griggs	61	4
Stutsman	160	56
Traill	84	25
TOTALS	508	134

(Flax)

Cass	170	48
Stutsman	130	110
Traill	80	34
TOTALS	380	192

(Multiple)

Barnes	158	66
Dickey	437	32
LaMoure	334	57
Ransom	224	64
Richland	202	81
Sargent	120	94
Steele	99	30
TOTALS	1574	424

(Barley)

Cass	--	182
Traill	--	160
TOTALS	--	342

SUPERVISOR THEXTON'S AREA

(Wheat)

COUNTY	CANCELLED	RECEIVED
Benson	151	56
Cavalier	270	65
Eddy	79	14
Foster	40	28
Nelson	112	35
Pembina	79	37
Ramsey	84	201
Towner	69	73
Walsh	307	57
TOTALS	1191	566

(Multiple)

Grand Forks	230	86
TOTALS	230	86

(Flax)

Benson	67	16
Eddy	45	7
Foster	14	8
Nelson	39	10
Pembina	35	9
Ramsey	30	13
Walsh	254	37
TOTALS	484	100

(Barley)

Pembina	--	42
TOTALS	--	42

1	10	100
2	20	200
3	30	300
4	40	400
5	50	500
6	60	600
7	70	700
8	80	800
9	90	900
10	100	1000

100	1000
200	2000
300	3000
400	4000
500	5000
600	6000
700	7000
800	8000
900	9000
1000	10000

1000	10000
2000	20000
3000	30000
4000	40000
5000	50000
6000	60000
7000	70000
8000	80000
9000	90000
10000	100000

10000	100000
20000	200000
30000	300000
40000	400000
50000	500000
60000	600000
70000	700000
80000	800000
90000	900000
100000	1000000

100000	1000000
200000	2000000
300000	3000000
400000	4000000
500000	5000000
600000	6000000
700000	7000000
800000	8000000
900000	9000000
1000000	10000000

1000000	10000000
2000000	20000000
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4000000	40000000
5000000	50000000
6000000	60000000
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8000000	80000000
9000000	90000000
10000000	100000000

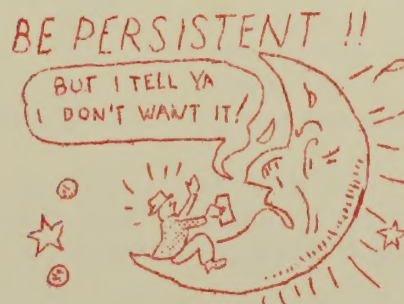
SUPERVISOR MARKEL'S AREA

(Wheat)

COUNTY	CANCELLED	RECEIVED
Adams	69	2
Billings	11	12
Bowman	39	17
Dunn	69	6
Golden Valley	11	23
Grant	32	0
Hettinger	118	2
McKenzie	83	8
Sioux	21	0
Slope	30	2
Stark	62	11
TOTALS	545	94

TOTALS (ALL AREAS)

COMMODITY	CANCELLED	RECEIVED
Wheat	3930	1293
Flax	1121	363
Multiple	1894	613
Barley		384
TOTALS	6945	2653



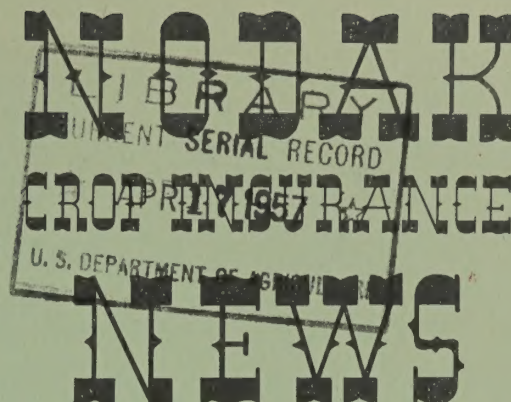
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FARGO, NORTH DAKOTA

UNITED STATES DEPARTMENT OF AGRICULTURE

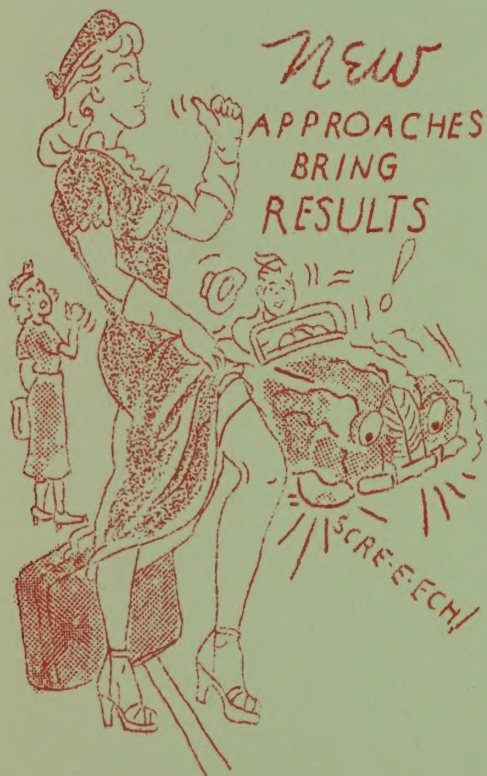
1956 Edition No. 9



April 11, 1956

SALES - We still have the same Sales Leaders, but you fellows don't want to start resting on your laurels yet. The Multiple race is really close with Pam Cruden maintaining a slight lead over Rudy Anderson and N. J. Lian.

No additional agent joined the select group that has replaced cancellations and increased business. Several are close, though.



Les Erickson's agents sent in 103 applications during the week to lead all areas. Harold Schonberger's area was second with 87.

Fred Seibel is the only agent remaining in the "Goose Egg" category because we haven't received any applications from him. Why?

The "Picture For The Week" shows how a new approach brought results. If you or your Salesmen are having trouble closing the deal and getting the signature on the dotted line why don't you try some other approach. Maybe shifting your Salesmen around to other areas would help. Maybe everyone concentrating in one township at the same time would do the job. If you had a good prospect but didn't get him to sign, send someone else out to make the recontact. If the neighboring county agent is getting new sales, contact him and find out what his approach is. He may be able to help you. We must try any and all ideas during the remainder of the Sales Period if we are to get the expected results.

Our Thanks - To the Washington office for permitting Kenny Tollefson to help on Sales during the past 4 weeks. Kenny worked with Supervisors Thexton, Markel and Schonberger. We appreciate the assistance you gave us, Kenny. We also wish to thank Ross Dimock and Mel Reed from the Sales Division of the Washington office for their help.

Collections - A preliminary count shows that 719 wheat, 166 flax and 235 multiple contracts terminated because of unpaid premiums on March 31. Why don't you try to get many of these reinstated under the authority we have for doing so?

APPLICATIONS RECEIVED AND CANCELLATIONS TO DATE

April 11, 1956

SUPERVISOR SCHONBERGER'S AREA

	<u>(Wheat)</u>	
COUNTY	CANCELLED	RECEIVED
Bottineau	166	76
Burke	42	11
Divide	20	16
McHenry	70	17
McLean	166	25
Mountrail	61	22
Renville	56	35
Rolette	71	113
Ward	132	26
Williams	46	89
TOTALS	830	430

(Flax)

Bottineau	56	3
McLean	128	18
Ward	72	17
TOTALS	256	38

(Multiple)

Pierce	90	106
TOTALS	90	106

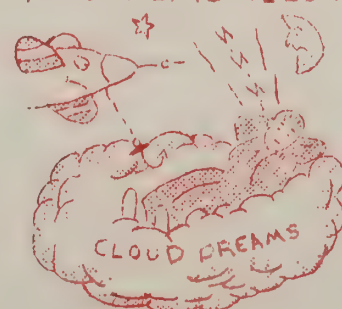
SUPERVISOR OLSON'S AREA

	<u>(Wheat)</u>	
COUNTY	CANCELLED	RECEIVED
Burleigh	76	17
Emmons	57	20
Kidder	89	13
Logan	101	5
McIntosh	62	17
Mercer	98	6
Morton	77	20
Oliver	24	21
Sheridan	139	19
Wells	119	35
TOTALS	842	173

(Flax)

Emmons	--	22
Logan	--	28
McIntosh	--	4
TOTALS	--	54

DON'T REST ON
YOUR LAURELS!



SUPERVISOR ERICKSON'S AREA

(Wheat)

COUNTY	CANCELLED	RECEIVED
Cass	204	55
Griggs	61	4
Stutsman	161	63
Traill	84	28
TOTALS	510	150

(Flax)

Cass	171	52
Stutsman	131	126
Traill	80	39
TOTALS	382	217

(Multiple)

Barnes	158	68
Dickey	437	35
LaMoure	334	61
Ransom	224	71
Richland	202	88
Sargent	120	97
Steele	99	35
TOTALS	1574	455

(Barley)

Cass	- -	196
Traill	- -	177
TOTALS	- -	373

SUPERVISOR THEXTON'S AREA

(Wheat)

COUNTY	CANCELLED	RECEIVED
Benson	151	58
Cavalier	270	69
Eddy	79	14
Foster	40	28
Nelson	112	35

Pembina	79	37
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Ramsey	85	206
--------	----	-----

Towner	69	77
--------	----	----

Walsh	306	65
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TOTALS	1191	589
--------	------	-----

(Multiple)

Grand Forks	230	94
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TOTALS	230	94
--------	-----	----

(Flax)

Benson	67	18
--------	----	----

Eddy	45	7
------	----	---

Foster	14	8
--------	----	---

Nelson	39	10
--------	----	----

Pembina	35	11
---------	----	----

Ramsey	30	14
--------	----	----

Walsh	254	40
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TOTALS	484	108
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(Barley)

Pembina	- -	50
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TOTALS	- -	50
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SUPERVISOR MARKEL'S AREA

(Wheat)

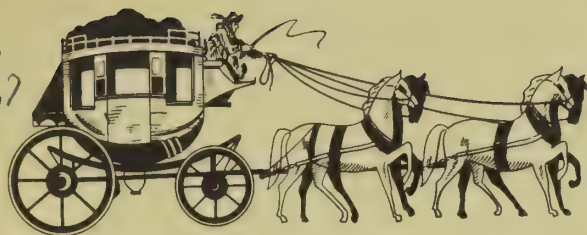
COUNTY	CANCELLED	RECEIVED
Adams	68	2
Billings	11	12
Bowman	37	32
Dunn	67	10
Golden Valley	11	23
Grant	32	0
Hettinger	118	2
McKenzie	79	15
Sioux	21	0
Slope	30	2
Stark	62	23
TOTALS	536	121

TOTALS (ALL AREAS)

COMMODITY	CANCELLED	RECEIVED
Wheat	3909	1463
Multiple	1894	655
Flax	1122	417
Barley	- - -	423
TOTALS	6925	2958



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FARGO, NORTH DAKOTA

UNITED STATES DEPARTMENT OF AGRICULTURE



1956 Edition No. 10

April 18, 1956

SALES - Rudy Anderson has forged into the lead on Multiple sales. Other Sales Leaders remain the same. Jack Miller is the first flax agent to replace cancellations. Robert Baye from Oliver has replaced his cancelled wheat contracts. These agents now join Disrud, Jorgensen, Cruden, Coe, Anderson, Benson and Muggli. We could certainly use more members in this select club. Art Jorgensen sent in 35 wheat applications this week, 20 Barley came in from Traill, 18 multiple from Sargent and 9 flax from both Emmons and Stutsman. Erickson's area again sent in the most applications. Every Multiple and Barley agent made sales and submitted applications. You, wheat and flax agents, that failed to get any sales, had better examine your methods and figure out what is wrong. There isn't much time left since we are IN THE HOME STRETCH of the 1956 campaign. Every agent should be in the groove by now, making the personal contacts that will result in sales. Plenty of hard work will be necessary in the next few days.



Quoting from a recent Washington office report: "While farmers with insurable spring crops have been debating whether to buy crop investment protection or to gamble, reports from the field emphasize how nature can nullify their best efforts.

Winter wheat farmers in some areas already have lost their 1956 crops and many others find themselves in the position where only very favorable weather conditions can rescue them from serious crop failure.

in the home stretch

A few excerpts from weekly reports will illustrate...Drought in California wheat counties where a similar threat a year ago was turned back by a million dollar rain from the Corporation's standpoint about April 12...Severe wind storms in Colorado, Kansas, Nebraska and Texas...Moderate to heavy losses threaten in Southern Indiana due to winterkill and excessive moisture...Ohio's wheat is in a vulnerable position...Wind erosion and winterkill in Montana with moisture conditions less favorable than a year ago...Nebraska as a whole is extremely short of subsoil moisture...Will the prolonged drought be broken in some winter wheat areas or will it expand over a wider area? If it breaks in some counties will its devastating grip be extended to new areas? Many wheat farmers are now at the point where only a lucky break can rescue their crop investments. Their need for crop insurance is clearly evident. The job is to get them to see it. Very soon the time will be limited for this important work for 1957." In North Dakota we still have some time left for 1956. Let's make the best use of it.

APPLICATIONS RECEIVED AND CANCELLATIONS TO DATE

April 18, 1956

SUPERVISOR SCHONBERGER'S AREA

SUPERVISOR OLSON'S AREA

(Wheat)

(Wheat)

COUNTY	CANCELLED	RECEIVED
Bottineau	166	81
Burke	42	12
Divide	20	17
McHenry	70	20
McLean	165	29
Mountrail	61	21
Renville	56	39
Rolette	71	125
Ward	132	26
Williams	46	124
TOTALS	829	504

COUNTY	CANCELLED	RECEIVED
Burleigh	76	17
Emmons	57	22
Kidder	89	16
Logan	101	10
McIntosh	62	17
Mercer	98	7
Morton	77	23
Oliver	24	24
Sheridan	139	24
Wells	119	38
TOTALS	842	198

(Flax)

(Flax)

Bottineau	56	4
McLean	128	20
Ward	72	17
TOTALS	256	41

Emmons	--	31
Logan	--	30
McIntosh	--	4
TOTALS	--	65

(Multiple)

Pierce	90	112
TOTALS	90	112



SUPERVISOR ERICKSON'S AREA

(Wheat)

COUNTY	CANCELLED	RECEIVED
Cass	204	56
Griggs	61	4
Stutsman	161	78
Traill	84	32
TOTALS	510	170

(Flax)

Cass	171	55
Stutsman	131	135
Traill	80	44
TOTALS	382	234

(Multiple)

Barnes	158	83
Dickey	437	44
LaMoure	334	71
Ransom	224	74
Richland	202	105
Sargent	120	115
Steele	99	36
TOTALS	1574	528

(Barley)

Cass	- -	211
Traill	- -	197
TOTALS	- -	408

SUPERVISOR THEXTON'S AREA

(Wheat)

COUNTY	CANCELLED	RECEIVED
Benson	151	70
Cavalier	270	74
Eddy	79	14
Foster	40	29
Nelson	112	42

Pembina	79	49
---------	----	----

Ramsey	85	215
--------	----	-----

Towner	69	77
--------	----	----

Walsh	305	74
-------	-----	----

TOTALS	1190	644
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(Multiple)

Grand Forks	230	108
TOTALS	230	108

(Flax)

Benson	67	22
Eddy	45	7
Foster	14	8
Nelson	39	12
Pembina	35	13
Ramsey	30	16
Walsh	254	46

TOTALS	484	124
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(Barley)

Pembina	- -	57
TOTALS	- -	57

SUPERVISOR MARKEL'S AREA

(Wheat)

COUNTY	CANCELLED	RECEIVED
Adams	68	6
Billings	11	16
Bowman	37	32
Dunn	67	11
Golden Valley	11	33
Grant	32	5
Hettinger	117	6
McKenzie	79	15
Sioux	21	10
Slope	30	2
Stark	62	40
TOTALS	535	176

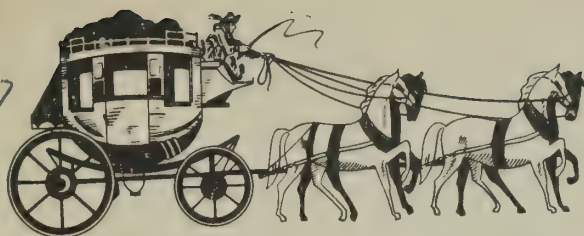
TOTALS (ALL AREAS)

COMMODITY	CANCELLED	RECEIVED
Wheat	3906	1692
Multiple	1894	748
Flax	1122	464
Barley	- - -	465
TOTALS	6922	3369



IN THE GROOVE!

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FARGO, NORTH DAKOTA

UNITED STATES DEPARTMENT OF AGRICULTURE

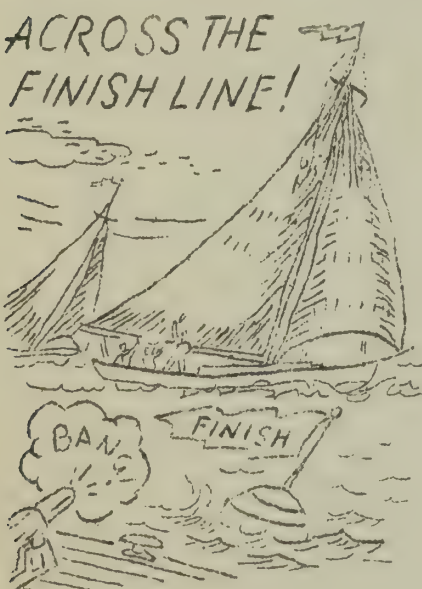


1956 Edition No. 11

April 25, 1956

SALES - All Sales Leaders remain the same. Rudy Anderson in Sargent has replaced the cancelled to date contracts and W. K. Foster has done so in both Billings and Stark counties.

Because seeding was becoming general and moisture conditions weren't the best we closed sales on April 21 in all the counties in Supervisor Markel's area; Mercer, Morton and Oliver in Supervisor Olson's area and Dickey, LaMoure, Ransom, Richland and Sargent counties in Supervisor Erickson's area. These agents were further in the home stretch than they thought and have crossed the finish line insofar as 1956 sales are concerned. However, they, and all of us should realize that Crop Insurance is a year-around job and as such presents opportunities if they are properly utilized for us to work around the calendar on building the insurance business in every county and making the need for whirlwind closing drives or extensions of selling periods a thing of the past. There is no graduation day on insurance sales. In counties where sales are already closed, if a potential applicant comes in and wants insurance, explain to him that because of the risk no more applications can be accepted for 1956 but that an application can be filed for 1957. As you know, this can be done by using applications that are stamped with the proper wording. Sign the man up when he is in the mood and thinking about insurance. Make all the contacts possible after a wind, hail storm or other cause of loss. That's when people think about insurance and wish they had it if they don't. You will be surprised



at the results and it will make your job easier. After the close of the 1956 Sales Campaign all agents should start their 1957 campaign. Let's try it this year. We have everything to gain -- nothing to lose.

In those counties where selling is still permitted we hope that no stone is being left unturned in the effort to get new business on the books. Every agent should stick to it to the last minute as our little illustration shows. When the contracts that will be terminated because of unpaid premiums are added in we will have about 8000 total cancellations. Our sales to date have replaced less than half of these.

APPLICATIONS RECEIVED AND CANCELLATIONS TO DATE

April 25, 1956

SUPERVISOR SCHONBERGER'S AREA

COUNTY	<u>(Wheat)</u>	
	CANCELLED	RECEIVED
Bottineau	167	89
Burke	42	15
Divide	21	17
McHenry	70	23
McLean	165	36
Mountrail	61	34
Renville	56	50
Rolette	71	130
Ward	132	28
Williams	50	137

TOTALS 835 559

(FLAX)

Bottineau	56	4
McLean	129	22
Ward	71	18

TOTALS 256 44

(MULTIPLE)

Pierce	90	117
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TOTALS 90 117

SUPERVISOR OLSON'S AREA

COUNTY	<u>(Wheat)</u>	
	CANCELLED	RECEIVED
Burleigh	75	23
Emmons	57	25
Kidder	90	21
Logan	101	11
McIntosh	63	29
Mercer	98	8
Morton	77	23
Oliver	24	26
Sheridan	139	32
Wells	120	38

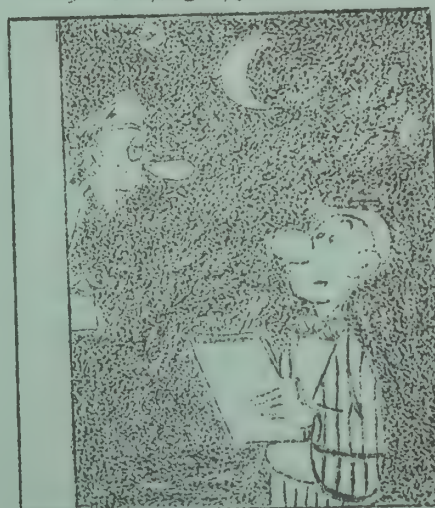
TOTALS 844 236

(FLAX)

Emmons	--	35
Logan	--	32
McIntosh	--	15

TOTALS -- 82

STICKING TO IT



11:59 pm APRIL 30

SUPERVISOR ERICKSON'S AREA

(Wheat)

COUNTY	CANCELLED	RECEIVED
Cass	204	61
Griggs	61	4
Stutsman	162	89
Traill	86	34
TOTAL	513	188

(Flax)

Cass	171	60
Stutsman	132	153
Traill	81	46
TOTALS	384	259

(Multiple)

Barnes	157	98
Dickey	437	48
LaMoure	334	76
Ransom	225	80
Richland	203	126
Sargent	120	135
Steele	100	40
TOTALS	1576	603

(Barley)

Cass	--	221
TRAILL	--	217
TOTALS	--	438

SUPERVISOR THEXTON'S AREA

(Wheat)

COUNTY	CANCELLED	RECEIVED
Benson	142	79
Cavalier	270	81
Eddy	79	15
Foster	40	30
Nelson	112	53
Pembina	81	50
Ramsey	85	228
Towner	69	82
Walsh	307	76
TOTALS	1185	694

(Multiple)

Grand Forks	231	113
TOTALS	231	113

(Flax)

Benson	64	26
Eddy	45	8
Foster	14	9
Nelson	39	14
Pembina	35	14
Ramsey	30	20
Walsh	255	48
TOTALS	482	139

(Barley)

Pembina	--	59
TOTALS	--	59

SUPERVISOR MARKEL'S AREA

(Wheat)

COUNTY	CANCELLED	RECEIVED
Adams	65	9
Billings	10	17
Bowman	37	32
Dunn	65	21
Golden Valley	11	51
Grant	31	5
Hettinger	118	6
McKenzie	78	30
Sioux	19	10
Slope	30	2
Stark	61	66

TOTALS 525 249

TOTALS (ALL AREAS)

COMMODITY	CANCELLED	RECEIVED
Wheat	3902	1926
MULTIPLE	1897	833
Flax	1122	524
Barley	---	497
TOTALS	6921	3780



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FARGO, NORTH DAKOTA

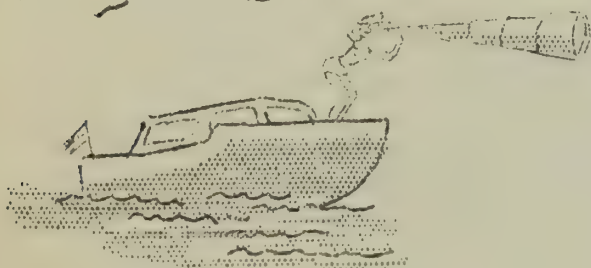
UNITED STATES DEPARTMENT OF AGRICULTURE



1956 Edition No. 12

May 2, 1956

SALES - The Leaders remained the same. It is apparent that all applications have not been received in this office yet since the increase in sales over last week is very small. Please review your records and be sure that every application is transmitted by the end of this week. We hope that all agents have submitted their final sales reports to us and that you have prepared the special detailed report for your Supervisor. We also want to call your attention to any suspended cases. Please submit the necessary information as soon as possible. Our goal is to have everything pertaining to 1956 applications cleaned up by May 15. Your cooperation will be appreciated. We have now included the contracts that terminated because of unpaid debts in the cancelled figures for your county. We certainly can't be proud of the record in many counties.



LOOKING AHEAD

With the end of the 1956 campaign, we should start looking ahead and doing something about the 1957 campaign. We can't continue to lose participation at the rate we have the past two years and expect to remain in business. We are judged by the number of contracts that are in force and how much premium income they bring in. Every agent should plan to conduct a continuing advertising campaign. Get one or two ads in the local papers every month from now on. In case of a hail storm, windstorm, continued drought, etc., tie your advertising into that particular cause of loss at the time it happens. Keep yourself in the limelight, let the producers know that you are in business and that you can accept applications at any time during the year. We also believe that every agent should set a goal of contacting so many potentials each week. You meet them at farm meetings, auction sales, in town, most everywhere. Be persistent, keep repeating the story of what Crop Insurance is and what it will do over and over again. You may not get a signed application the first time but we'll guess that eventually you will get your share. If you spread your campaign out over the entire year, when the 1957 sales deadline rolls around you will have an increase instead of a decrease in business.

ACREAGE REPORTS - We haven't received any yet but since wheat seeding is nearly completed in many areas, according to the attached map prepared and furnished to us by the Agricultural Marketing Service for the week ending May 1, it would seem that reports should start coming in. In preparing the headings and land descriptions, most agents use the previous years' report as the basis. We want to caution you that if any changes were made in areas or land classification in your county, you must check the land descriptions against the current maps to be sure that the land is insurable and that the area number is correct. When an acreage report is filed you must find out just where the crops are seeded and make any corrections in the descriptions that you may have put on the report ahead of time. Your procedure provides that it is your responsibility to determine that all acreage is insurable and that the area numbers shown are correct. Be sure to check all range and township numbers to determine that the land is actually in the county. We are running into cases where the land descriptions were not checked carefully enough before the acreage reports were submitted and revised reports are necessary.

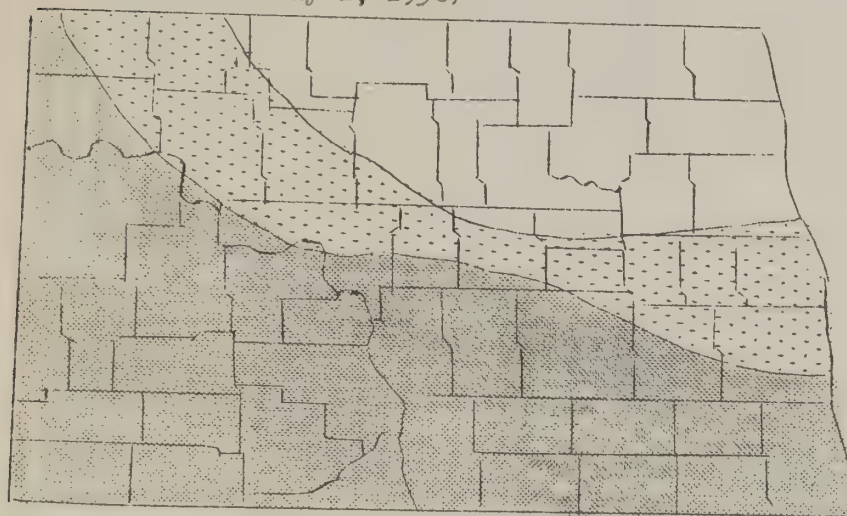
MEETING - Starting on Tuesday, May 8, the District Supervisors, Key Adjusters, and a few selected adjusters will be meeting in the State Office to discuss loss adjustment work, acreage reports and any other problems that we have. Area Director E. W. Anderson will be here. Kenneth Tollefson and Guy F. McIntire will represent the Washington office.

CREDIT - We have had many favorable comments on the Nodak News since we started using illustrations and two color work in some issues. Some have asked, "Who is the artist?" The credit for the excellent tracings goes to our Clerk-Typist, Margaret Gumeringer, who also types the stencils and does the mimeographing. We agree that she has done a good job.

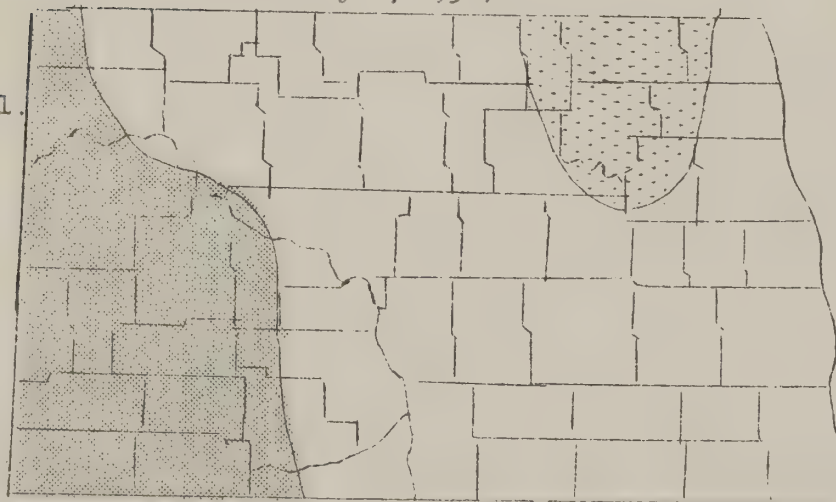
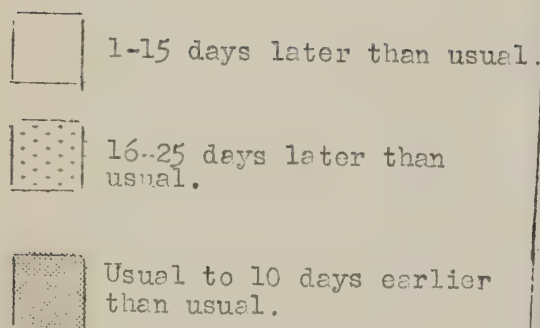
NO ACCIDENT WEEK - May 13 - 19 - - Secretary Benson points out that agriculture now exceeds all other industries in the annual toll of fatal accidents. In 1955 there were 310,000 disabling work injuries and 3,700 deaths resulting from farm work accidents. While encouraging progress has been made during the past few years, continuously expanding mechanization and the increased use of toxic chemicals in agriculture increases the hazards associated with farming.

"WE SHOULD ALL DO OUR PART TO PREVENT FARM ACCIDENTS IN 1956"

Percent of HARD WHEAT Seeded
(As of May 1, 1956)



Progress of the Season
(As of May 1, 1956)



APPLICATIONS RECEIVED AND CANCELLATIONS TO DATE

May 2, 1956

SUPERVISOR SCHONBERGER'S AREA

(Wheat)		
COUNTY	CANCELLED	RECEIVED
Bottineau	179	94
Burke	50	15
Divide	21	18
McHenry	82	23
McLean	173	37
Mountrail	71	38
Renville	64	52
Rolette	85	134
Ward	147	32
Williams	56	151
TOTALS	928	594

(Flax)

Bottineau	59	5
McLean	140	24
Ward	84	20
TOTALS	283	49

(Multiple)

Pierce	102	117
TOTALS	102	117

SUPERVISOR OLSON'S AREA

(Wheat)		
COUNTY	CANCELLED	RECEIVED
Burleigh	93	23
Emmons	66	25
Kidder	126	22
Logan	114	12
McIntosh	88	35
Mercer	127	10
Morton	91	29
Oliver	30	28
Sheridan	161	38
Wells	128	39
TOTALS	1024	261

(Flax)

Emmons	**	35
Logan	**	33
McIntosh	**	15
TOTALS	**	83

SUPERVISOR ERICKSON'S AREA

(Wheat)

COUNTY	CANCELLED	RECEIVED
Cass	239	61
Griggs	79	4
Stutsman	204	89
Traill	99	34
TOTALS	621	188

* * * * *

(Flax)

Cass	194	60
Stutsman	173	153
Traill	94	46
TOTALS	461	259

* * * * *

(Multiple)

Barnes	184	102
Dickey	462	49
LaMoure	375	76
Ransom	255	81
Richland	249	129
Sargent	132	136
Steele	111	40
TOTALS	1768	613

* * * * *

(Barley)

Cass	- -	221
Traill	- -	217
TOTALS	- -	438

SUPERVISOR THEXTON'S AREA

(Wheat)

COUNTY	CANCELLED	RECEIVED
Benson	163	79
Cavalier	334	89
Eddy	89	15
Foster	47	30
Nelson	124	61
Pembina	96	52
Ramsey	97	236
Towner	93	85
Walsh	351	76
TOTALS	1394	723

* * * * *

(Multiple)

Grand Forks	257	121
TOTALS	257	121

* * * * *

(Flax)

Benson	68	26
Eddy	56	8
Foster	23	9
Nelson	47	18
Pembina	37	15
Ramsey	34	31
Walsh	276	48
TOTALS	541	155

* * * * *

(Barley)

Pembina	- -	59
TOTALS	- -	59

SUPERVISOR MARKEL'S AREA

COUNTY	CANCELLED	RECEIVED
Adams	101	13
Billings	12	19
Bowman	38	48
Dunn	82	33
Golden Valley	16	51
Grant	36	10
Hettinger	140	6
McKenzie	91	35
Sioux	19	15
Slope	35	12
Stark	74	66
TOTALS	644	308

TOTALS (ALL AREAS)

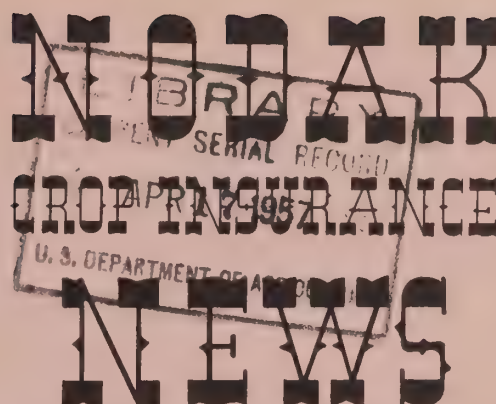
COMMODITY	CANCELLED	RECEIVED
Wheat	4611	2074
Multiple	2127	851
Flax	1285	546
Barley	- -	497
TOTALS	8023	3968





FARGO, NORTH DAKOTA

UNITED STATES DEPARTMENT OF AGRICULTURE



1956 Edition No. 13

May 16, 1956

SALES - The final sales report shows that Austin Coe with 247 sales was the top Wheat Salesman. Art Jorgensen and Vernon Disrud were second and third. Jack Miller with 167 leads the Flax agents, Hub Fulton and Joe Machart were second and third. Rudy Anderson with 136 heads the Multiple agents with Hub Fulton and N. J. Lian in second and third positions. "Dutch" Frankfurth nosed out Hub Fulton on Barley sales.



The records now show that these wheat agents replaced the cancellations in their counties: Vernon Disrud, Art Jorgensen, Austin Coe, Joe Anderson, W. K. Foster, Stanley Benson, Gerard Muggli. Austin Coe replaced his cancelled flax contracts. Pam Cruden and Rudy Anderson replaced their Multiple cancellations.

"OUR CONGRATULATIONS TO YOU, AGENTS"
For a job well done.

TO THE WINNERS

At this time we don't know the exact number of 1956 applications that will finally be accepted because we have some suspended and special cases to clear. However, after deducting the applications rejected for various reasons and those that cancelled where the application had been signed with an FCI-2 we estimate that a total of 4000 will be accepted. This means that we replaced only about 50% of the cancellations and that we will have slightly more than 35000 contracts in force for 1956.

SALES TALK - We are enclosing the latest issue which has just been received. It looks like a good one. Study it carefully. As we have pointed out before we must make selling a year-around job and we should have our 1957 campaign underway.

ACREAGE REPORTS - Supervisors are holding meetings with you so that we will get properly completed reports in a timely manner. Our review of the few reports received to date indicates that every agent should study his operating procedure. Review reports carefully before submitting. Most of the errors found to date are minor and would cause exceptions rather than suspensions but they do slow up the process of auditing. Again we suggest that you review your procedures. In our last issue of the News we were talking about 1955 acreage reports in the last sentence on this subject because we did not have any 1956 reports at the time.

MEETING - Our meeting last week with Key Adjusters, Supervisors, selected adjusters and State Office personnel was very good. The discussions were good and we feel that everyone has a better understanding of the Crop Insurance Program now.



1. Obtain acreage reports in a timely manner.
2. Review acreage reports before submitting.
3. Submit all necessary information when an insured dies, including date of death and if seeding had started.
4. Obtain new applications from successors-in-interest, if death occurs before seeding. Review Sales Handbook.
5. Complete FCI-8's properly.
6. Complete and submit collateral assignments in accordance with procedure.

APPLICATIONS RECEIVED AND CANCELLATIONS TO DATE

May 16, 1956

SUPERVISOR SCHONBERGER'S AREA

(Wheat)

COUNTY	CANCELLED	RECEIVED
Bottineau	179	97
Burke	50	16
Divide	21	18
McHenry	81	26
McLean	172	37
Mountrail	71	40
Renville	66	52
Rolette	85	137
Ward	147	33
Williams	56	159
TOTALS	928	615

(Flax)

Bottineau	59	5
McLean	140	25
Ward	84	20
TOTALS	283	50

(Multiple)

Pierce	102	119
TOTALS	102	119

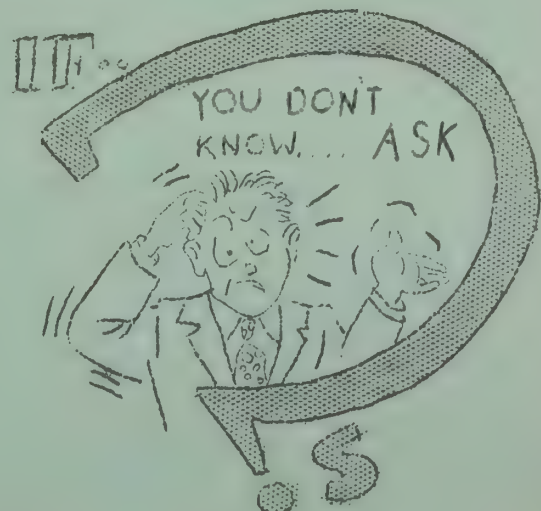
SUPERVISOR OLSON'S AREA

(Wheat)

COUNTY	CANCELLED	RECEIVED
Burleigh	92	31
Emmons	66	26
Kidder	126	24
Logan	114	12
McIntosh	88	41
Mercer	127	10
Morton	91	29
Oliver	30	28
Sheridan	161	38
Wells	128	40
TOTALS	1023	279

(Flax)

Emmons	**	40
Logan	**	33
McIntosh	**	29
TOTALS	**	102



SUPERVISOR ERICKSON'S AREA

(Wheat)

COUNTY	CANCELLED	RECEIVED
Cass	240	70
Griggs	80	13
Stutsman	208	100
Traill	99	34
TOTALS	627	217

* * * * *

(Flax)

Cass	195	66
Stutsman	177	167
Traill	95	48
TOTALS	467	281

* * * * *

(Multiple)

Barnes	184	103
Dickey	462	50
LaMoure	375	76
Ransom	255	81
Richland	251	130
Sargent	132	136
Steele	111	40
TOTALS	1770	616

* * * * *

(Barley)

Cass	- -	226
Traill	- -	231
TOTALS	- -	457

SUPERVISOR THEXTON'S AREA

(Wheat)

COUNTY	CANCELLED	RECEIVED
Benson	162	86
Cavalier	334	92
Eddy	89	18
Foster	47	30
Nelson	124	66
Pembina	96	54
Ramsey	97	247
Towner	91	93
Walsh	349	81
TOTALS	1389	767

* * * * *

(Multiple)

Grand Forks	257	124
TOTALS	257	124

* * * * *

(Flax)

Benson	67	30
Eddy	56	8
Foster	23	9
Nelson	47	20
Pembina	37	17
Ramsey	34	37
Walsh	276	52
TOTALS	540	173

* * * * *

(Barley)

Pembina	- -	62
TOTALS	- -	62

SUPERVISOR MARKEL'S AREA

COUNTY	CANCELLED	RECEIVED
Adams	100	13
Billings	12	19
Bowman	38	48
Dunn	82	35
Golden Valley	16	51
Grant	36	10
Hettinger	140	6
McKenzie	92	36
Sioux	19	15
Slope	34	12
Stark	74	66

TOTALS 643 311

TOTALS (ALL AREAS)

COMMODITY	CANCELLED	RECEIVED
Wheat	4610	2189
Multiple	2129	859
Flax	1290	606
Barley	- -	519

TOTALS 8029 4173

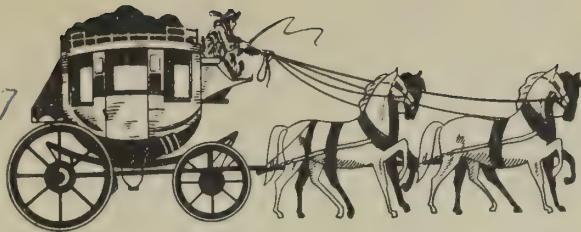
THE TEMPTATION TO
LOAF IS HARD TO RESIST
AT TIMES



Reserve

1956

A2N67



FARGO, NORTH DAKOTA

UNITED STATES DEPARTMENT OF AGRICULTURE



1956 Edition No. 14

June 6, 1956

ACREAGE REPORTS - With wheat seeding completed, the obtaining of wheat reports should be in high gear in all counties. It is essential that all reports be obtained and transmitted to this office without delay. Flax seeding is completed in many instances and these reports should now start coming to us in a larger volume. The same applies to barley and multiple reports. Every agent must have plans made to get the reports from every insured. There isn't much time left in which to complete the job. The Branch Office is prepared to handle a heavy volume of acreage reports now. So far we haven't been swamped either -- we could have processed many more during the past week.

As was pointed out in our recent release, we aren't too satisfied with the quality of the work being done in many counties. In this connection, we are advised that Montana has received 25% of their reports and that only three reports were suspended by the State Office. We can improve our record if a good job is done on the remaining reports.

POWER OF ATTORNEY FORMS - We have forms available that insureds can use to give someone else authority to sign various crop insurance papers. Please order if you need any.

1956 PREMIUM COLLECTIONS - On Page 2 of your operating procedure, Part I, dated March 9, 1956 you will find the proper procedure to use in transmitting current crop year premiums before premium notices and cash payment cards are received from the Branch Office. If you need blank cards, please order from this office.

PAMPHLETS - In the near future you will receive a supply of the pamphlet "For Farmers Only". It is intended that this pamphlet be sent out with premium notices.

SUMMARY OF BUSINESS - Enclosed is a report showing the number of cancellations for 1956, accepted 1956 applications, and the number of contracts in force as of June 4. If you find any errors please advise us.

24

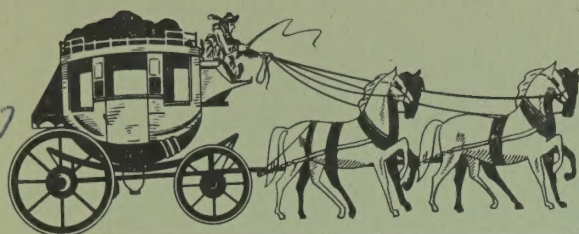
1957 SALES - The first application came from Ward County. The second and third came from Stark and Williams. 1957 applications should be transmitted as you get them from now on.

RELEASE OF ACREAGE - We have released some rye acreage in multiple counties because of winterkill. Wild oats is again becoming a problem in some areas. With moisture conditions and crop prospects good at the present time, it would seem that insureds should not be too hasty in requesting releases of acreage with some wild oats. We know that there is grain there and adjusters must make appraisals accordingly. Discuss the matter in detail with an insured if he comes in and wants acreage released because of wild oats.

\$10.00 FEE FOR REVISED ACREAGE REPORTS - This fee must be submitted for every case whether an upward or downward revision is involved. We will determine if the fee is to be retained or refunded and this will depend entirely on the individual case.

NEW MANAGER - Secretary Benson has announced the appointment of Mr. Frank N. McCartney of Seattle, Washington as Manager of the Corporation, effective June 1. Mr. McCartney leaves a position as manager and secretary-treasurer of the Grange Insurance Association in Seattle. Activities of this association reach into the States of Washington, Oregon, Idaho, Montana, Wyoming and Minnesota. Under his management the association has grown consistently until now it is a leading farm cooperative insurance activity. Mr. C. A. Fretts, who has been serving as acting manager, will continue in his regular capacity as assistant manager.



1956
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FARGO, NORTH DAKOTA

UNITED STATES DEPARTMENT OF AGRICULTURE



1956 Edition No. 15

June 26, 1956

ACREAGE REPORTS - As of June 25 we had received 14,421 wheat, 1,574 flax, 2,250 multiple and 305 barley reports in the State Office. The total is 18,450, which means that only a little more than 50% of all reports have been submitted. Last year by June 30 we had received more than 31,000 reports. We doubt if we will reach the 25,000 mark this year unless you submit in greater volume per day than has been the case. Last year we had audited nearly 24,000 reports by June 30. This year the total will probably be less than 20,000. These figures mean that we are far behind and have a terrific amount of work ahead of us at all levels of operation. Premium notices must get out in a timely manner. Our plans are to have all reports in the Branch office before August 1. If we don't have to suspend too many and if exceptions aren't necessary we can do it but your cooperation will be needed. Review all reports carefully before submitting. When the signature of an insured cannot be obtained be sure that the following information is shown on an FCI-6: (1) the reasons why the insured did not report his acreage, (2) what efforts were made to obtain a signed report, (3) the condition of the crop (4) how the acreages and interests were determined, and (5) all other information pertinent to the case. When reports are signed but were not filed in a timely manner we must know the condition of the crop and why the report was not filed in a timely manner. We must have this in-

formation in order to determine if the acreage can be accepted or if it must be declared zero.

Fred Seibel was the first agent to submit all reports to our office. Morton county is probably the second but we haven't checked it out yet. Several others are close.

FCI-8's - Please use form FCI-15 to transmit notices of loss. The name of insured is to be shown and also the name of the adjuster that got the FCI-8. The white copy of the FCI-15 should be sent directly to your District Supervisor. This is his control for knowing the volume of work in each county. Be sure that FCI-8's are prepared in accordance with procedure.

SOIL BANK - In some areas many farmers are destroying wheat acreages and putting them into the Soil Bank. As was pointed out in our recent memo, if the acreage is covered by Crop Insurance, an inspection and release of the acreage by an adjuster must be made in the usual manner in order for the insured to be fully protected by his crop insurance contract. Again we want to emphasize the need for prompt service to the insured when he files a notice of loss and wants a release of acreage to put into the "Bank". We will be judged by the service we render.

1957 SALES - Drought, excess moisture, grasshoppers, wire worms, sawfly, wind, and hail are the major causes of loss that have showed up so far in the State. Are you taking advantage of the situation in your area by making contacts and obtaining applications for 1957? Some agents are, because we have received some new business for 1957. We have pointed out many times that selling is a year-around job, and that you must always be ready to take advantage of any cause of loss that is resulting in crop damage in your area. Producers are now conscious of what is happening or has already happened to their crops. They will forget later on. Don't let the opportunity to make sales slip away from you. Strike while the iron is hot.

